

## CLAIMS

What is claimed is:

1. In a computer system, a method for generating documents comprising:
  - obtaining at least one of a plurality of components from a document template;
  - obtaining at least one relationship from said document template, said relationship defining an association between said plurality of components and a document to be generated;
  - generating said document according to said at least one relationship;
  - providing said document to a user.
2. The method of claim 1 wherein a configuration engine performs said generating said document.

3. The method of claim 1 wherein at least one of said plurality of components comprises a compensation component.

4. The method of claim 3 wherein said compensation component defines a commission associated with the sale of a product.

5. The method of claim 4 wherein said commission comprises monetary compensation to be distributed to a sales representative.

6. The method of claim 3 wherein said compensation component is modeled using a commission model.

7. The method of claim 1 wherein at least one of said plurality of components comprises a textual component.

8. The method of claim 7 wherein said textual component comprises pre-defined textual elements.

9. The method of claim 8 wherein said pre-defined textual elements are generated by a third-party.

10. The method of claim 6 wherein said at least one textual component is associated with a product.

11. The method of claim 1 wherein said document comprises a contract.

12. The method of claim 1 wherein at least one of said plurality of components are defined as a standard component, required component, or optional component.

11. The method of claim 1 wherein said interrelationship comprises an includes relation.

12. The method of claim 1 wherein said interrelationship comprises an excludes relation.

13. The method of claim 1 wherein said interrelationship comprises a requires relation.

14. The method of claim 1 wherein said interrelationship comprises an optional relation.

15. In a computer system, a method for generating documents comprising:

obtaining at least one compensation component from a document template wherein said at least one compensation component is associated with at least one product;

obtaining at least one textual component from a document template, wherein said at least one textual component comprises textual elements;

obtaining at least one relationship that defines an interrelationship between said at least one compensation component or said at least one textual component and a document to be generated;

generating said document associated with said product according to said at least one relationship.

16. The method of claim 15 wherein a configuration engine performs said generating said document associated with said product.

17. The method of claim 15 wherein said compensation component comprises a commission associated with the sale of said product.

18. The method of claim 17 wherein said commission comprises monetary compensation to be distributed to a sales representative.

19. The method of claim 17 wherein said compensation component is modeled using a commission model.

20. The method of claim 15 wherein said textual elements are pre-defined.

21. The method of claim 20 wherein said textual elements of said document are associated with said product.

22. The method of claim 15 wherein said document comprises a contract.

23. The method of claim 20 wherein said textual components are defined by a first user.

24. The method of claim 15 wherein at least one of said plurality of components is defined as a standard component, required component, or optional component.

25. The method of claim 15 wherein said at least one relationship comprises an includes relation.

26. The method of claim 15 wherein said at least one relationship comprises an excludes relation.

27. The method of claim 15 wherein said at least one relationship comprises a requires relation.

28. The method of claim 15 wherein said interrelationship comprises an optional relation.

29. In a computer system, a method for enabling a user to define configurable documents comprising:

presenting a modeling interface to a user;

obtaining modeling information from said user via said modeling interface;

generating at least one compensation plan from said modeling information;

generating at least one compensation component by creating a relation between said at least one compensation plan and at least one product, said association representative of said at least one product said user wishes to distribute;

obtaining at least one textual element;

generating at least one textual component comprising said at least one textual element by creating a relation between said at least one textual component and said at least one product;

associating said at least one compensation component and  
said at least one textual component with a document template.

30. The method of claim 29 further comprising:

providing said document template to a configuration engine;

processing of said document template at said configuration engine to  
generate a document.

31. The method of claim 30 wherein said processing comprises:

obtaining one or more relations associated with said at least one  
compensation component and said at least one textual component from said  
document template;

applying said one or more relations to generate a document;

providing said document.

32. The method of claim 31 wherein said one or more relations  
comprises an includes relation.



33. The method of claim 31 wherein said one or more relations comprises an excludes relation.

34. The method of claim 31 wherein said one or more relations comprises a requires relation.

35. A computer program product comprising:  
a computer usable medium having computer readable program code for generating documents embodied therein, said computer readable program code configured to:  
    obtain at least one of a plurality of components from a document template;  
    obtain at least one relationship from said document template, said relationship defining an association between said plurality of components and a document to be generated;  
    generate said document according to said at least one relationship;  
    provide said document to a user.

36. The computer program product of claim 35 wherein a configuration engine performs said generating said document.

37. The computer program product of claim 35 wherein at least one of said plurality of components comprises a compensation component.

38. The computer program product of claim 37 wherein said compensation component defines a commission associated with the sale of a product.

39. The computer program product of claim 38 wherein said commission comprises monetary compensation to be distributed to a sales representative.

40. The computer program product of claim 38 wherein said compensation component is modeled using a commission model.

41. The computer program product of claim 35 wherein at least one of said plurality of components comprises a textual component.

42. The computer program product of claim 41 wherein said textual component comprises pre-defined textual elements.

43. The computer program product of claim 42 wherein said pre-defined textual elements are generated by a third-party.

44. The computer program product of claim 41 wherein said textual component is associated with a product.

45. The computer program product of claim 35 wherein said document comprises a contract.

46. The computer program product of claim 35 wherein said document comprises any document associated with a business transaction.

47. The computer program product of claim 35 wherein at least one of said plurality of components is defined as a standard component, required component, or optional component.

48. The computer program product of claim 35 wherein said interrelationship comprises an includes relation.

49. The computer program product of claim 35 wherein said interrelationship comprises an excludes relation.

50. The computer program product of claim 35 wherein said interrelationship comprises a requires relation.

51. The computer program product of claim 35 wherein said interrelationship comprises an optional relation.

52. A computer program product comprising:  
a computer usable medium having computer readable program code embodied therein, said computer readable program code configured to:  
obtain at least one compensation component from a document template wherein said at least one compensation component is associated with at least one product;

obtain at least one textual component from a document template,  
wherein said at least one textual component comprises textual elements;

obtain at least one relationship that defines an interrelationship  
between said at least one compensation component or said at least one textual  
component and a document to be generated;

generate said document associated with said product according to  
said at least one relationship.

53. The computer program product of claim 52 wherein a  
configuration engine performs said generating said document associated with  
said product.

54. The computer program product of claim 52 wherein said  
compensation component comprises a commission associated with the sale of  
said product.

55. The computer program product of claim 54 wherein said  
commission comprises monetary compensation to be distributed to a sales  
representative.

56. The computer program product of claim 54 wherein said compensation component is modeled using a commission model.

57. The computer program product of claim 52 wherein said textual elements are pre-defined.

58. The computer program product of claim 52 wherein said textual elements of said document are associated with said product.

59. The computer program product of claim 52 wherein said document comprises a contract.

60. The computer program product of claim 52 wherein said textual components are defined by a first user.

61. The computer program product of claim 52 wherein said at least one compensation component or said textual component may be defined as a standard component, required component, or optional component.

62. The computer program product of claim 52 wherein said at least one relationship comprises an includes relation.

63. The computer program product of claim 52 wherein said at least one relationship comprises an excludes relation.

64. The computer program product of claim 52 wherein said at least one relationship comprises a requires relation.

65. The computer program product of claim 52 wherein said interrelationship comprises an optional relation.

66. A computer program product comprising:  
a computer usable medium, said computer usable medium comprising computer readable program code configured to:

present a modeling interface to a user;

obtain modeling information from said user via said  
modeling interface;

generate at least one compensation plan from said modeling information;

generate at least one compensation component by creating a relation between said at least one compensation plan and at least one product, said association representative of said at least one product said user wishes to distribute;

obtain at least one textual element;

generate at least one textual component comprising said at least one textual element by creating a relation between said at least one textual component and said at least one product;

associate said at least one compensation component and said at least one textual component with a document template.

67. The computer program product of claim 66 further comprising:

providing said document template to a configuration engine;

processing of said document template at said configuration engine to generate a document.



68. The computer program product of claim 30 wherein said processing comprises:

obtaining one or more relations associated with said at least one compensation component and said at least one textual component from said document template;

applying said one or more relations to generate a document;

providing said document.

69. The computer program product of claim 68 wherein said one or more relations comprises an includes relation.

70. The computer program product of claim 68 wherein said one or more relations comprises an excludes relation.

71. The computer program product of claim 68 wherein said one or more relations comprises a requires relation.

72. The computer program product of claim 68 wherein said one or more relations comprises an optional relation.